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Phone S. J. 1776

W. B. CLARKE

Horticultural Broker

SAN JOSE, CALIFORNIA

April 15, 1922

P. O. Box 543



ANNOUNCEMENT

The entire plant and all the nursery stock of the Cottage Gardens Nurseries of Eureka, Calif., has been purchased from the receiver by David S. Ward, president of the Cottage Gardens Co., of Queens, N. Y. From now on the Eureka nursery will be operated as a branch of the eastern concern and arrangements have been completed whereby I will act as exclusive sales agent for the entire output of the Eureka plant. Some of their stock is offered below, and all future inquiries or orders should be addressed to my office.

LIST 22-D

Contains principally

STOCK TO GROW ON

with a few good specials of various kinds. It will pay you to

LOOK IT OVER

and act promptly. Everyone knows or should know how very scarce good ornamental stock is now and will be next season.

Point of shipment is shown in all cases and different lots are blocked off clearly so that you can readily tell whether items you want will be shipped separately or together.

All stock in this list is ready for immediate shipment unless otherwise stated.

For shipment from Eureka, Calif.

ERICAS ERICA MELANTHERA

"Scotch Heather" of the trade.

Field grown stock, dug last fall and thoroughly established in paper or clay pots.

	100	1000
	rate	rate
6 in. pot 18 in. up.....	50c	
5 in. pot 15 to 18 in.....	40	30c
4 in. pot 12 to 15 in.....	30	25

	pot grown stock	
4 in. pot 8 to 12 in.....	25	20
3 in. pot 6 to 10 in.....	17½	15
2 to 2½ in. pot.....	10	09

Grown in flats

2 to 5 in.....	06	05
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These are vigorous, mostly branched and will be shipped with a little dirt on the roots; express only.

ASSORTED ERICAS

all pot grown
Short tubed kinds.

	100	1000
	rate	rate
Cinerea carnea 3 in. pot 8 to 10 in.....	15	
Mediterranea 2½ in. pot 8 to 12 in.....	10	
Mediterranea hybrida		
3 in. pot 4 to 6 in.....	15	

Long tubed kinds

All 2 to 2½ in. pot

Felix Faure	15	12
President Carnot	15	12
Wilmoreana	15	15

STOCK TO GROW ON

All grown from cuttings and from 2 to 2½ in. pot—\$8 per 100 except as noted:

ABELIA grandiflora
BERBERIS knighti
CLEMATIS montana rubens \$10 per 100
ESCALLONIA rubra
ESCALLONIA montevidensis
GENISTA racemosa, \$10 per 100
HYPERICUM henryi
HYPERICUM moserianum
LEPTOSPERMUM chapmani (pink), \$10 per 100

LEUCOTHOE catesbaei
LIGUSTRUM henryi
MENZIESIA prolifera alba
MYRTUS communis
MYRTUS luma, \$7 per 100
MYRTUS ralphii
PRUNUS laurocerasus
(English Laurel) \$10 per 100
PYRACANTHA angustifolia
VERONICA hulkeana, \$10 per 100

From flats; shipped with a little dirt on roots,

\$5 per 100
except as noted.
LONICERA nitida, \$3 per 100
MYRTUS com. microphylla
VERONICA buxifolia
VERONICA chathamica
VERONICA cupressoides

HOLLY

The so-called "Dutch Holly" which is the self fertile type of English Holly. Fine young plants, field grown from cuttings, balled 1½ ft., 75c.

For shipment from Pasadena, Calif.

	100	1000
	rate	rate
Berberis wilsonae 3 in. pot.....	15c	
Cotoneaster micr. thymifolia 2 in. pot.....	10	09c
Diosma reevesi 3 in. pot.....	20	
A new, compact, low growing type of Diosma with flowers same as common form.		
Erica mediterranea 2 in. pot.....	09	08
Erica mediterranea hybrida 2 in. pot.....	10	09
Erica persoluta alba 2 in. pot.....	10	09
Erica persoluta rosea 2 in. pot.....	12½	11
Erica regerminans ovata 3 in. pot.....	20	
(Not ready until May or June)		
Gelsemium sempervirens 2 in. pot.....	10	
The celebrated "Yellow Jessamine" of the Southeastern states. Almost unknown on the Pacific Coast but a very good, free flowering climber.		
Melaleuca diosmifolia 2 in. pot.....	08	
Dwarf Lemon 2 in. pot.....	20	
A splendid novelty. Went through the freeze uninjured. Bears good lemons freely when only a foot high.		

For shipment from San Mateo, Calif.

NOVELTY ERICA RED MELANTHERA

A very beautiful thing. Identical with ordinary melanthera (the "Scotch Heather" of the trade) except in its color, a bright claret. Will doubtless take the place of melanthera as a cut flower proposition. Plants from thumb pots will be ready for shipment about May 1st, 1922. Price, \$50.00 per 100—no discount for larger quantities.

ERICA KING EDWARD VII

Long tubed, red with white tip. Ready now.
2½ in. pot \$2.00 per 10; \$17.50 per 100.

For shipment from Los Angeles

GOLDEN ARBOR VITAE

Grown from cuttings and ready for shipment about May 1st as soon as well establish in 2 in. pots. \$15 per 100.

For shipment from Santa Barbara

ITALIAN CYPRESS

Selected seedlings of "Mission Type." Growth absolutely erect and straight. Ready now. Quantity limited.

3 in. pot 10 to 12 in.....\$15 per 100

For shipment from Los Angeles

STATICE CASPIA

A beautiful new variety. Somewhat like Statice latifolia, but has fine heather-like foliage on flower stalks. Splendid for florist's use fresh or dried and an attractive garden plant.

2 in. pot stock.....\$10 per 100

For shipment from Stockton, Calif.

PELARGONIUMS

"Martha Washington Geranium"—assorted varieties.

3 in. pot.....	\$1.00	per dozen
4 in. pot.....	2.00	" "
5 in. pot.....	3.00	" "
6 in. pot.....	5.00	" "

For shipment from San Jose, Calif.

AMPELOPSIS VEITCHI

Still dormant but must be ordered at once.
2 and 3 year extra strong.....\$20 per 100
2 year strong 16 " "

BOUGAINVILLEA LATERITIA

Always scarce on account of being extremely difficult to propagate. They have recently been shifted from 3 in. pots and will be ready for shipment in about a month, as soon as well established.

4 in. pot stock.....75c each
No discount for quantity.

MOSS

I still have a few bales of sheet moss on hand at San Jose. Bear in mind that all my moss is packed in the large western bales which contain several times as much as the little eastern bales.

F. O. B. San Jose\$5.50 per bale
5 bales @.....\$5.40

New crop of moss will not be in before about September. At that time I will receive several cars of both sheet and sphagnum moss and will book advance orders for shipment upon arrival of cars from Oregon at the following low rates—f. o. b. San Jose. Sheet or Sphagnum at same prices:

Per bale	\$5.25
10 bales @.....	5.10
20 bales @.....	5.00

Order now and save money.

N. B.—I can supply either sheet or sphagnum moss (part of each if desired) in carload lots f. o. b. Oregon points at very low rates. If interested write for quotation.

PAPER POTS

The celebrated round, red, paper pots. Counting time saved they are cheaper than paper or burlap for shipping. The small sizes are fine for transplanting. Can now be shipped to the Pacific Coast from Boston via Panama Canal at very low cost. Packed in cases of 1000 except 4-5-6 in. in cases of 500. Prices are at factory.

		Per 1000
2¼ inch		\$ 3.70
2½ "		4.30
3 "		5.85
3½ "		7.60
4 "		9.50
5 "		14.80
6 "		19.80

BULB DEPARTMENT

TUBEROUS BEGONIAS

still dormant and for immediate shipment.
from Eureka.

Separate colors as follows: Rose, Salmon, Pink, Orange, Red, Scarlet, Yellow, Copper. If you have no preference order as assorted or mixed.

Single 2 in. up.....	\$10 per 100 ; \$85 per 1000
1½ to 2 in.....	8 " " 75 " "
1 to 1½ in.....	7 " " 65 " "
Fripped 1½ to 2 in'..	10 " " 85 " "
1 to 1½ in.....	8 " " 75 " "

Crested: Same sizes and prices as Fripped.
Double: Cannot be supplied at present.

GLADIOLI

PRIMULINUS HYBRIDS

This new class is rapidly attaining great favor on account of their different form and the beautiful soft, pastel shades. There is a great difference in strains. You will find these extra fine.

For immediate shipment

Bulbs 1½ in. up \$3.50 per 100 ; \$30 per 1000

ALSTROEMERIAS

PERUVIAN LILIES

Not strictly bulbs, but in that general class. They are almost unknown but the few who have had them have been indeed fortunate. They are great producers of cut flowers which sell at sight with a demand far beyond the present supply. Naturally they are also beautiful garden plants.

The plants I am offering will be ready June 1st, when they will be well established in 2-inch pots. (Shipment from Santa Barbara.)

As I have only about 2000 it will be necessary to act quick if you want any. Orders will be booked in rotation.

Two varieties are offered:

A. aurantiaca (orange)
A. chilensis (pink)

\$15 per 100

ANEMONES

Demand is far in excess of supply and there will be no chance whatever of securing stock unless ordered early.

Mixed Colors \$3.50 per 100 ; \$30 per 1000

RANUNCULUS

Equally scarce. Enough said.

Hybrids, mixed colors \$3 per 100 ; \$25 per 1000

CHINA LILIES

N. B.—The following bulbs are offered for delivery at the proper time in late summer and early fall of 1922 for shipment from various California points.

FREESIAS

WHITE

Purity ¾ to ½ in.....	\$ 5.00 per 1000
7/16 in.	7.50 " "
½ to ¾ in.	10.00 " "
¾ to ½ in.	15.00 " "

COLORED

Rainbow Mixture	Per 100	Per 1000
¾ in. up.....	\$3.50	\$30.00
½ to ¾ in.	2.50	20.00
¾ to ½ in.	1.75	12.50
Sunset Mixture		
¾ in. up.....	\$4.00	\$35.00
½ to ¾ in.	3.00	25.00
¾ to ½ in.	2.25	17.50
Splenders (lavender) and		
Victory (clear pink)		
¾ in. up.....	\$4.50	\$40.00
½ to ¾ in.	3.50	30.00
¾ to ½ in.	3.00	25.00
Gen. Pershing (orange and red) and		
Viola (blue)		
Good forcing bulbs about		
½ to ¾ in.	\$4.00	\$35.00

DUTCH BULBS

Holland Grown

Tulips, Narcissus and Hyacinths will doubtless be imported to the Pacific Coast for many years. It is very easy to go wrong on them, especially for forcing, as the external appearance does not tell much. The best safeguard is to deal with a highly reliable firm, pay a fair price for high quality and not be misled by "cut-throat competition." The best is always the cheapest.

I am the Pacific Coast agent for C. J. Speelman and Sons, Sassenheim, Holland, one of the oldest and best firms exporting to this Country. Their list is too long to quote here but I will gladly send their price list on request and make special quotations on large quantities.

I also represent Lagarde and Speelman, Olliouze, France, on French Bulbs such as Paper Whites, Soleil d'Or, Trumpet Major, Roman Hyacinths, etc. Prices are rarely made in advance on French Bulbs but I shall be glad to book orders subject to market price.

DUTCH BULBS

Grown on Pacific Coast

EMPEROR DAFFODILS

First size\$20.00 per 1000
Second size 16.00 " "

PAPER WHITE NARCISSUS

First size\$20.00 per 1000
Second size 16.00 " "
Third size 12.00 " "

The first size will be found most profitable for forcing; in fact it is the only size that should be used for that purpose.

TULIPS

In the Fall of 1920 at the Oregon State Fair I saw an exhibit of wonderful tulip bulbs. I secured samples in Fall of 1921 and they were equally fine. Tests of last season's bulbs demonstrated their high quality for forcing. So I arranged to market their bulbs to the wholesale trade on this coast. One of the greatest points in their favor is the early delivery. I can guarantee to lay them down anywhere on the Pacific Coast in early September. You know what that means both for counter trade and for forcing.

The growers of these bulbs purchased last year the entire bulb stock of the Cottage Gardens Nurseries of Eureka and will soon have a large annual production but at present stock is comparatively limited. Remember that the heavy expense of importing is eliminated. Packing at cost and freight from Oregon is the only addition to price of bulbs. Water shipment can be made to points on or near the Pacific seaboard.

First size bulbs.....\$25 per 1000
except as noted.

DARWIN TULIPS

BARTIGON, fiery red, \$30 per 1000
CLARA BUTT, salmon pink
EUROPE, scarlet rose
EUTERPE, lilac, very large
GRETCHEN, silvery pink
ISIS, crimson scarlet
MASSACHUSETTS, pink edged blush
MME. KRELAGE, rose edged pink
MRS. STANLEY, carmine pink
PRIDE OF HAARLEM, carmine rose
PRINCESS ELIZABETH, bright pink, extra
PROF. DARWIN, crimson red
early, \$35 per 1000
PROF. RAUWENHOFF, cherry red, very
large, \$30 per 1000
PSYCHE, soft salmon rose
SIERAAD VAN FLORA, strawberry red
SUZON, delicate buff rose
WM. PITT, brilliant red, very large, \$30
per 1000

COTTAGE TULIPS

(Single Late)

BOUTON D'OR, golden yellow
INGLESOMBE PINK, salmon pink
INGLESOMBE YELLOW, canary yellow
PICOTEE (Maiden Blush), white edged rose

SINGLE EARLY TULIPS

COLEUR CARDINAL, cardinal red, \$30 per
1000
CRIMSON BRILLIANT, bright scarlet
PRINCE OF AUSTRIA, coppery red

THANK YOU!

This extra space gives me a chance to thank all my customers whose hearty support of my enterprise has made its success possible. When I started my brokerage business Jan. 1, 1921, I did so on account of being strongly convinced that there was a genuine need for a business of this sort. My task is to bring together those who produce the goods and those who need them. I try to keep the idea of SERVICE uppermost in my mind all the time.

Naturally it is impossible to have everything 100% satisfactory—this isn't heaven—but that is my ideal, even if it is not quite attainable.

But there is one thing I can and always will do. That is, I will stand back of every transaction I make. When something goes wrong I will make it right if it is under my control. Where I have acted as agent to secure an order I will always use my best efforts with both sides to effect a fair and reasonable adjustment.

So when you want anything in the tree, plant or bulb line remember my slogan: "TRY CLARKE."